

**Adult Children of Alcoholics World Service Organization Inc**

**Profit & Loss**

March 2021

	<u>Mar 21</u>	<u>Feb 21</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4010 · Shopify Revenue</b>			
4011 · Textbook Revenue	18,141.50	15,148.50	2,993.00
4012 · Workbook Revenue	13,404.00	12,142.00	1,262.00
4013 · Tri-Fold Revenue	951.59	751.35	200.24
4014 · Audio Royalty Revenue	279.00	198.00	81.00
4015 · Medallions & Chip Revenue	1,040.00	530.00	510.00
4018 · Shipping And Handling	8,205.98	7,936.59	269.39
4019 · Complimentary Copy	72.21	136.78	-64.57
4025 · Intergroup Discount	-1,087.20	-885.15	-202.05
4028 · Sales Discounts	-492.21	-319.96	-172.25
4029 · Returns and Allowances	-316.10	-219.98	-96.12
<b>Total 4010 · Shopify Revenue</b>	<u>40,198.77</u>	<u>35,418.13</u>	<u>4,780.64</u>
<b>4030 · Amazon Revenue</b>			
4031 · Textbook Revenue	34,525.83	31,723.00	2,802.83
4032 · Workbook Revenue	25,436.18	23,058.18	2,378.00
4034 · E-Book Royalty Revenue	6,230.55	0.00	6,230.55
4036 · Shipping Revenue	1,882.76	1,745.18	137.58
4037 · Gift Wrap Revenue	14.97	19.96	-4.99
4038 · Discounts	-831.43	-792.65	-38.78
<b>Total 4030 · Amazon Revenue</b>	<u>67,258.86</u>	<u>55,753.67</u>	<u>11,505.19</u>
<b>4050 · Barnes &amp; Noble Revenue</b>			
4056 · E-Book Royalty Revenue	48.93	136.29	-87.36
<b>Total 4050 · Barnes &amp; Noble Revenue</b>	<u>48.93</u>	<u>136.29</u>	<u>-87.36</u>
<b>4060 · Audible Revenue</b>			
4064 · Audio Royalty Revenue	4,875.49	0.00	4,875.49
<b>Total 4060 · Audible Revenue</b>	<u>4,875.49</u>	<u>0.00</u>	<u>4,875.49</u>
<b>4070 · Royalty Contract Revenue</b>			
4071 · Textbook Printing Revenue	11,235.00	4,759.89	6,475.11
<b>Total 4070 · Royalty Contract Revenue</b>	<u>11,235.00</u>	<u>4,759.89</u>	<u>6,475.11</u>
<b>4080 · 7th Traditions Contributions</b>	19,772.36	21,387.90	-1,615.54
<b>4150 · European Sales</b>	28.00	70.00	-42.00
<b>4200 · Other Revenue</b>			
4201 · Bank Interest	6.67	6.41	0.26
<b>Total 4200 · Other Revenue</b>	<u>6.67</u>	<u>6.41</u>	<u>0.26</u>
<b>Total Income</b>	<u>143,424.08</u>	<u>117,532.29</u>	<u>25,891.79</u>
<b>Cost of Goods Sold</b>			
<b>5000 · Shopify-Cost of Goods Sold</b>			
<b>5010 · Shopify COGS</b>			
5011 · Textbooks	4,937.88	4,257.19	680.69
5012 · Workbooks	3,374.12	2,879.90	494.22
5013 · Tri-Folds	338.62	267.22	71.40
5015 · Medallions/Chips	373.40	182.09	191.31
5010 · Shopify COGS - Other	13,200.30	0.00	13,200.30
<b>Total 5010 · Shopify COGS</b>	<u>22,224.32</u>	<u>7,586.40</u>	<u>14,637.92</u>
<b>5020 · Shopify-Fulfillment Costs</b>			
5022 · Freight Out (order Fulfillment)	10,036.80	6,406.68	3,630.12
5026 · Bang Storage	0.00	365.30	-365.30

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<b>Total 5020 · Shopify-Fulfillment Costs</b>	10,036.80	6,771.98	3,264.82
<b>5030 · Direct Labor</b>			
<b>5031 · Direct Salary &amp; Wages</b>	13,582.56	10,836.73	2,745.83
<b>5032 · Workers Compensation</b>	273.41	302.88	-29.47
<b>5035 · Employer Taxes-Direct Labor</b>	832.30	966.32	-134.02
<b>5030 · Direct Labor - Other</b>	1,500.24	319.20	1,181.04
<b>Total 5030 · Direct Labor</b>	<u>16,188.51</u>	<u>12,425.13</u>	<u>3,763.38</u>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	48,449.63	26,783.51	21,666.12
<b>5050 · Amazon COGS</b>			
<b>5051 · Textbooks</b>	7,008.90	6,504.21	504.69
<b>5052 · Workbooks</b>	3,291.79	3,021.89	269.90
<b>5053 · Fulfillment, Amazon UK</b>	4,295.64	3,553.55	742.09
<b>5054 · Fulfillment, Amazon US</b>	30,128.84	28,402.35	1,726.49
<b>5058 · Freight-Out(Order Fulfillment)</b>	55.00	55.00	0.00
<b>5050 · Amazon COGS - Other</b>	-13,356.95	0.00	-13,356.95
<b>Total 5050 · Amazon COGS</b>	<u>31,423.22</u>	<u>41,537.00</u>	<u>-10,113.78</u>
<b>5560 · European Sales-COGS</b>	10.42	26.05	-15.63
<b>Total COGS</b>	<u>79,883.27</u>	<u>68,346.56</u>	<u>11,536.71</u>
<b>Gross Profit</b>	63,540.81	49,185.73	14,355.08
<b>Expense</b>			
<b>6010 · Payroll Expense</b>			
<b>6011 · Exempt Salary &amp; Wages</b>	10,261.54	10,168.08	93.46
<b>6012 · Non-Exempt Salary &amp; Wages</b>	4,975.62	4,692.00	283.62
<b>6013 · Workers' Compensation</b>	371.82	369.77	2.05
<b>6016 · Payroll Service Fees</b>	276.70	389.83	-113.13
<b>Total 6010 · Payroll Expense</b>	<u>15,885.68</u>	<u>15,619.68</u>	<u>266.00</u>
<b>6030 · Payroll Taxes</b>			
<b>6031 · Non-Exempt Employer Taxes</b>	444.41	401.04	43.37
<b>6032 · Exempt Employer Taxes</b>	785.00	685.67	99.33
<b>Total 6030 · Payroll Taxes</b>	<u>1,229.41</u>	<u>1,086.71</u>	<u>142.70</u>
<b>6054 · Contractors</b>	4,199.66	2,813.00	1,386.66
<b>6057 · Events</b>			
<b>6058 · Event Meals</b>	256.04	154.13	101.91
<b>Total 6057 · Events</b>	<u>256.04</u>	<u>154.13</u>	<u>101.91</u>
<b>6070 · Program Initiatives</b>			
<b>6071 · Materials</b>	0.00	4.83	-4.83
<b>Total 6070 · Program Initiatives</b>	<u>0.00</u>	<u>4.83</u>	<u>-4.83</u>
<b>6080 · Professional Fees</b>			
<b>6081 · Accounting Expense</b>	4,330.00	5,090.00	-760.00
<b>6083 · HR Consulting</b>	524.06	524.06	0.00
<b>Total 6080 · Professional Fees</b>	<u>4,854.06</u>	<u>5,614.06</u>	<u>-760.00</u>
<b>6090 · Technology IT Support</b>			
<b>6091 · Website Expenses</b>	149.00	0.00	149.00
<b>6092 · Software Support Expense</b>	953.99	530.00	423.99
<b>6093 · Storage &amp; Anti-virus Protection</b>	112.00	112.00	0.00
<b>6094 · Sales Support</b>	115.99	115.99	0.00
<b>6095 · Accounting IT</b>	1,438.39	1,438.39	0.00
<b>Total 6090 · Technology IT Support</b>	<u>2,769.37</u>	<u>2,196.38</u>	<u>572.99</u>
<b>6110 · Insurance Expense</b>			

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6111 · Board Insurance (EO) Expense	122.17	122.17	0.00
6112 · Business & Property Liability	130.08	130.08	0.00
<b>Total 6110 · Insurance Expense</b>	<u>252.25</u>	<u>252.25</u>	<u>0.00</u>
6120 · Rent Expense	3,949.43	3,949.43	0.00
6130 · Utilities Expense			
6131 · Electric Expense	225.17	189.88	35.29
6132 · Telephone Expense	349.83	349.51	0.32
<b>Total 6130 · Utilities Expense</b>	<u>575.00</u>	<u>539.39</u>	<u>35.61</u>
6140 · Office Expense			
6143 · Office equipment/machines	26.54	0.00	26.54
6146 · Supplies	315.66	16.68	298.98
<b>Total 6140 · Office Expense</b>	<u>342.20</u>	<u>16.68</u>	<u>325.52</u>
6150 · Dues and Subscriptions	101.68	101.68	0.00
6180 · Warehouse Supplies	1,356.84	1,685.75	-328.91
6190 · Tax Expense	635.07	-18.40	653.47
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,275.74	1,006.45	269.29
6206 · Stripe Fees	10.76	0.00	10.76
6207 · PayPal Fee	762.85	852.54	-89.69
6208 · Credit Card Fees (Finance charg	1.01	-6.47	7.48
6209 · Foreign Exchange (Gain)Loss	-1,026.03	-1,055.75	29.72
6200 · Bank & Merchant Fees - Other	15.00	15.00	0.00
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>1,039.33</u>	<u>811.77</u>	<u>227.56</u>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	550.00	550.00	0.00
6212 · Amortization Expense	932.00	932.00	0.00
<b>Total 6210 · Depreciation &amp; Amortization</b>	<u>1,482.00</u>	<u>1,482.00</u>	<u>0.00</u>
9999 · Suspense			
9991 · Inventory Adjustments	14.93	1,996.08	-1,981.15
<b>Total 9999 · Suspense</b>	<u>14.93</u>	<u>1,996.08</u>	<u>-1,981.15</u>
<b>Total Expense</b>	<u>38,942.95</u>	<u>38,305.42</u>	<u>637.53</u>
<b>Net Ordinary Income</b>	<u>24,597.86</u>	<u>10,880.31</u>	<u>13,717.55</u>
<b>Net Income</b>	<u><u>24,597.86</u></u>	<u><u>10,880.31</u></u>	<u><u>13,717.55</u></u>